

Partners Program Evaluation Form - Period : May - December, 1995

Ship-to Account Name: Grand Union CompanyUpdated Through
Last Input :
1/23/96Ship-to Account Number: 9671960

Base Plan : (Plan B)

CATEGORY I

Customer SOM Determination: Performance Approval: (Y / N) _____

RJR Beginning Period Base SOM: 14.0%RJR Ending Program Period SOM: 14.0%

Result: (+/-) _____

RJR Sales Less Than 105% of Purchases Yes

<u>RJR Qualified # Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category I Payment</u>
<u>213,198</u>	<u>\$0.08</u>	<u>\$17,055.84</u>

CATEGORY II

<u>RJR Qualified # Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category II Payment</u>
<u>213,198</u>	<u>#N/A</u>	<u>#N/A</u>

TOTAL

<u>RJR Qualified # Cartons Sold</u>	<u>Rate/Carton</u>	<u>Total Partners Plan B Payment</u>
<u>213,198</u>	<u>#N/A</u>	<u>#N/A</u>

Participant Signature

R. J. Reynolds Tobacco Company

Title _____ Date _____

Title _____ Date _____

KEY ACCOUNT MGR

1/25/96

Ship-to Account Name	Program Tracking										Updated Through	
	Plan B Customer (Report in Cartons)										Last Input : 1/23/96	
Ship-to Acct #	Grand Union Company											
	9871960											
	Apr 28th 1995 Inventory	May Purchases	Jun Purchases	Jul Purchases	Aug Purchases	Sep Purchases	Oct Purchases	Nov Purchases	Dec Purchases	Dec 29th 1995 Inventory	Sales	
RJR	3,852	25,740	31,650	29,130	34,260	25,020	20,520	26,610	20,610	4,194	213,198	
PM	72,079	111,990	90,000	101,400	161,340	107,400	81,660	120,480	65,700	18,790	893,259	
BAT	5,806	20,220	29,790	19,890	27,540	23,970	19,740	23,100	17,970	2,658	185,368	
LOR	6,049	29,340	28,020	25,020	29,400	23,910	20,190	30,090	18,120	3,262	206,877	
LIG	91	2,850	3,120	2,700	3,570	840	2,760	2,100	2,130	714	19,447	
OTHER												
Grand Total	87,877	190,140	182,580	178,140	256,110	181,140	144,870	202,380	124,530	29,618	1,518,149	
Base SOM RJR	Total RJR Purchases							213,540	Total RJR Sales			213,198
14.0%												
Ending SOM RJR									Grand Total Sales			1,518,149
14.0%												
+ or - SOM									RJR Ending SOM			14.0%
RJR Representative	<i>John Kean</i>							Date	1/23/96			
Ship-to account Representative	<i>Glenn Thomas</i>							Date				

51846 1293

3711